



Introducing JumpStart Global Advisors

Helping Companies JumpStart their Entrance into New Markets



JumpStart

GLOBAL ADVISORS

Are You Ready for Business in New International Markets?

- Are you a successful operating company in your home market/region (post-revenue)?
- Does your organization have a strong portfolio of relevant products or services?
- Is your organization looking for growth in new markets?
- Are you ready to do business in new markets?

Challenges Facing Businesses Entering New Markets

- Market Assessment
 - Determining which strategy is optimal for market penetration
- Legal
 - Picking the correct legal structure and location; manage daily legal affairs
- Accounting
 - Tax return preparation, maintaining appropriate accounting and bookkeeping records to be in compliance with GAAP, IFRS & other internal accounting standards
- Business Administration
 - Maintaining daily business operations
- Sales & Channel Development
 - Developing corporate/enterprise direct sales and channel/rep organizations
- Staffing the Operation
 - Hiring full-time and outsourced personnel
- Branding, Public Relations and Marketing
 - Localizing brand, impactful marketing & PR support



JumpStart: A Single Source Solution

Market Assessment

Legal, Tax & Accounting

Business Administration

Sales & Channel Development

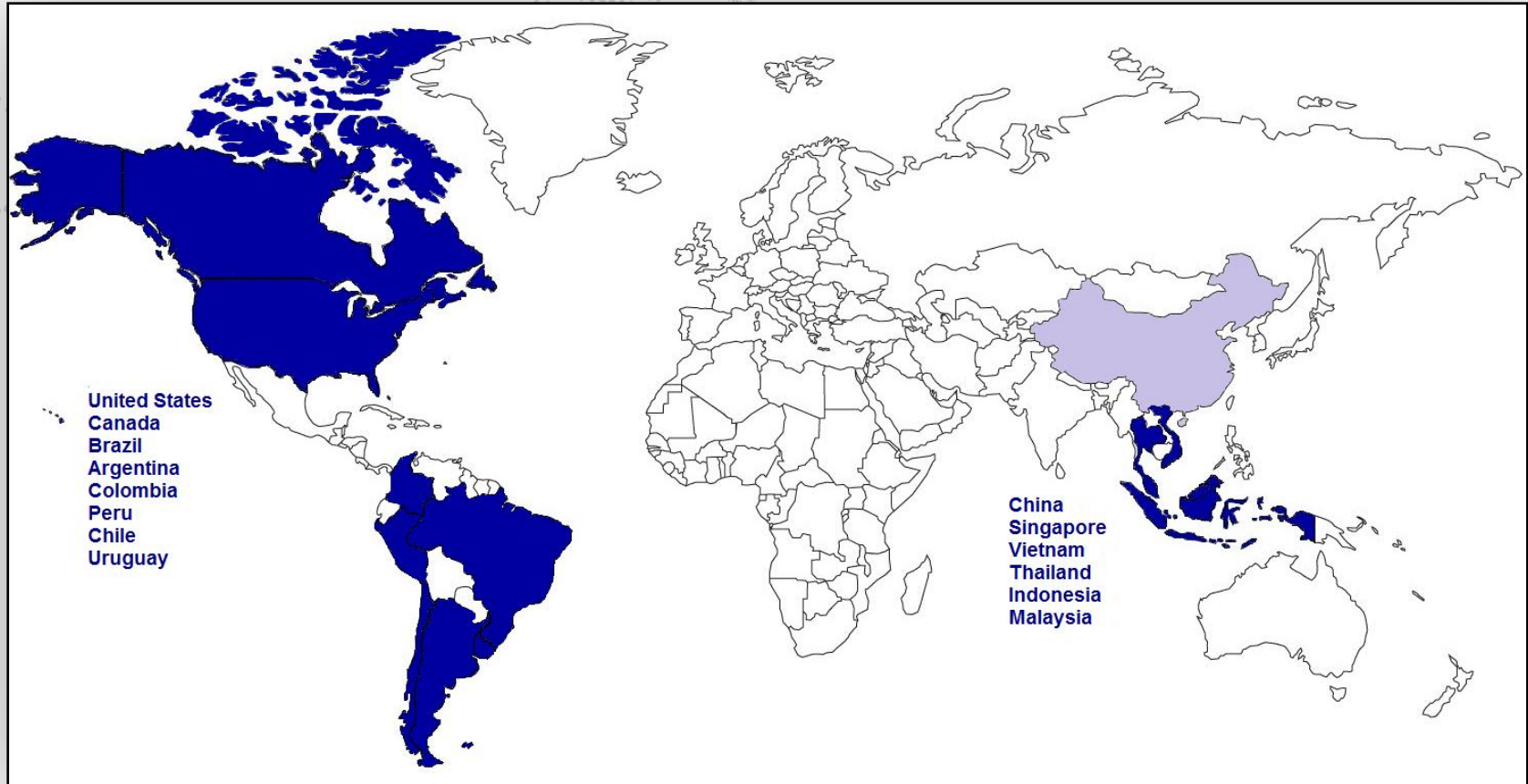
Staffing the Operation

Branding, Marketing & PR

JumpStart: A Single Source Solution

- *that can assess expansion readiness and market strategy...*
- *decide on all legal establishment and daily affairs...*
- *providing all accounting, tax and financial operation support services...*
- *supporting daily business operations...*
- *hands-on sales, distribution and channel development support...*
- *recruiting the talent to execute sales strategies as well as fully staff local operations...*
- *planning and implementing branding, marketing & PR strategies...*
- *that provides cost certainty for new market operations!*

JumpStart's Expanding Reach



Integrated Service Platform

- Market Assessment

- Market scans & feasibility studies
 - Determine market and business model viability within target market
- Market analysis
 - Perform competitive, pricing and break-even analysis for new product or service to market
- Market entry strategy
 - Tactical recommendations to capitalize on opportunities and minimize threats during market entry

Integrated Service Platform

■ Legal

- Legal formation & incorporation of local subsidiary
- Navigation of regulatory and licensing requirements
- Understanding of federal, state/provincial and local employment laws
- Drafting agreements – sales/distribution, employment, other
- Immigration (visas)
- Collection of outstanding receivables
- Leasing/real estate
- Intellectual property
- Manage company's routine legal affairs

Integrated Service Platform

- Accounting and Financial
 - Set up turnkey financial operation
 - Maintenance of domestic banking account
 - Transmission of monthly expenses and payment reports
 - Preparation & filing of tax returns (federal, state, local/provincial)
 - Handling of all internal accounting functions – payroll, commission and payment of operating expenses
 - Producing sales reports, budgets and forecasts
 - Preparation of monthly and annual financial statements
 - Evaluating customer credit worthiness
 - Assisting with the negotiation of pricing and payment terms

Integrated Service Platform

■ Business Administration

- Supply virtual offices/market presence (local address and phone, meeting facilities, mail drop); virtual staff
- Develop and administer employee health and wellness, deferred compensation and retirement plans
- Support daily business operations
 - Real-time/daily supervision of sales/marketing personnel and distribution networks
 - Managing entire invoicing and accounts receivables/payables
- Implement payroll and employee expense reimbursement programs
- Liaison with venture capital firms and investment and commercial banks

Integrated Service Platform

- Go-to-Market Strategy and Execution
 - North American strategy & go-to-market development
 - Marketing, branding & positioning products and services
 - Competitive product analysis, differentiation, & roadmap
 - Product pricing and business revenue model creation
 - Define & execute the sales and distribution strategy
 - Strategic partnership development and implementation
 - Outsourced direct sales resources and sales management
 - Financial planning, capital & funding & acquisitions
 - Board of Directors/Advisory Board participation
 - Outsourced Senior Executive and Management resources

Integrated Service Platform

■ Staffing the Operation

- Full understanding of client's goals
 - Invest enough time up front to truly understand in detail client needs and position requirements
 - Consult with clients to develop the position requirements from which to recruit
- Full-time or consultative hiring for every requirement
 - Management staffing
 - Technology staffing
 - Finance staffing
 - Sales staffing
 - Administrative, sales support and clerical staffing
- Nationwide network of senior recruiters

Integrated Service Platform

■ Public Relations

- Corporate positioning
- Product/service launches
- Media training
- Publicity/media coverage
- Press conferences/
media tours
- Social media
- Special events
- Trade show marketing
- Speaking platforms
- Awards & recognition
- Crisis communications

■ Branding & Marketing

- Corporate identity
- Brand strategy
- Collateral materials
development
- Advertising (print; online)
- Direct marketing
- Package design
- Web design/development
- Digital marketing

Integrated Government Platforms

- Economic Development

- Targeted outreach to industry sectors ideal for globalization to attract companies in establishing foreign subsidiaries

- Speaking Platforms

- Customized presentations on doing business in a new market by seasoned practitioners for trade delegations, conferences in home country or webinars

- Trade Missions

- Business matchmaking programs covering one or multiple cities/regions to attract buyers, partners, OEMs, and resellers

- Exhibitions and Trade Fairs

- Organize participation in industry trade shows, fairs, exhibitions, and meetings

JumpStart North America



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Establishment, Tax and
Management Services



Henry Feintuch

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JumpStart – Access Latin America



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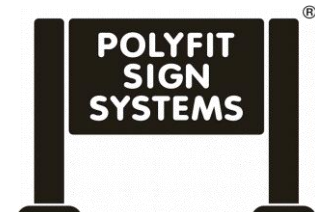
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Business Administration

- Representative Clients:



Aranda



Branding, P.R. and Marketing

- Representative Clients:



LIPPINCOTT



FULCRUM



Sales and Channel Development

- Representative Clients:



JumpStart – Access Latin America

- Representative Clients:



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